C1850-6
9/17/87

Research & Development

SEPTEMBER 1987

A CAHNERS PUBLICATION

1 P 1065/ 89 BAG2552
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Chromatography developments and applications

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Research & Development

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EDITORIAL

9 A problem for you to solve

DEPARTMENTS

15 Innovative Notebook
21 Product Development
25 R&D Business
29 Research Trendletter
33 R/D News in Brief
81 Vacuum Technology
93 New Products
105 R&D Product Center
109 Literature
121 Opinion Poll Results
122 Letters
124 Advertisers Index
127 Reader Service Card

ABOUT THE COVER

Imaging software simplifies the analysis of complex patterns obtained in thin-layer chromatography, allowing a researcher to resolve small, low-level features.

Chromatography articles in this issue begin on pp 66 and 74.

NEWS

39 Technology export: Will Japan tighten its technology security?; NBS program tests microorganisms for ore processing

40 Space: Cost of space station soars; computer graphics moves a step closer to realism; U.S. says no to Russian launch services

42 Education: Number of doctorates to foreign students in U.S. still on rise

44 Computers: Big performance gains foreseen for 3-D parallel computer; foreign firms invest in British R&D

47 Astronomy: Astronomers find that black holes may be at centers of galaxies

47 Strategic planning: Dwindling interest causes closing of USC's Futures center

Special Report—Superconductivity

57 Researchers face daunting problems in bringing new superconductors to market; Reagan unveils commercialization plan; is research cooperation possible?; what impact on industry?

ARTICLES

66 Get good resolution at fast flow rates: Jaap de Zeeuw, Chrompack International BV; wide-bore capillaries let analysts control all of the common variables in practical gas chromatography.

74 Separate lanthanides by ion chromatography: S. Shawn Heberling *et al.*, Dionex Corp.; electroselectivity differences permit determination of transition and lanthanide metals in a single analytical pass.

81 Use two stages to find actual contaminant levels: James E. Blessing, UTI Instruments Co.; quadrupole mass analysis of vacuum chamber gas constituents is done more accurately with a two-stage sampler.

ABP BPA ABC

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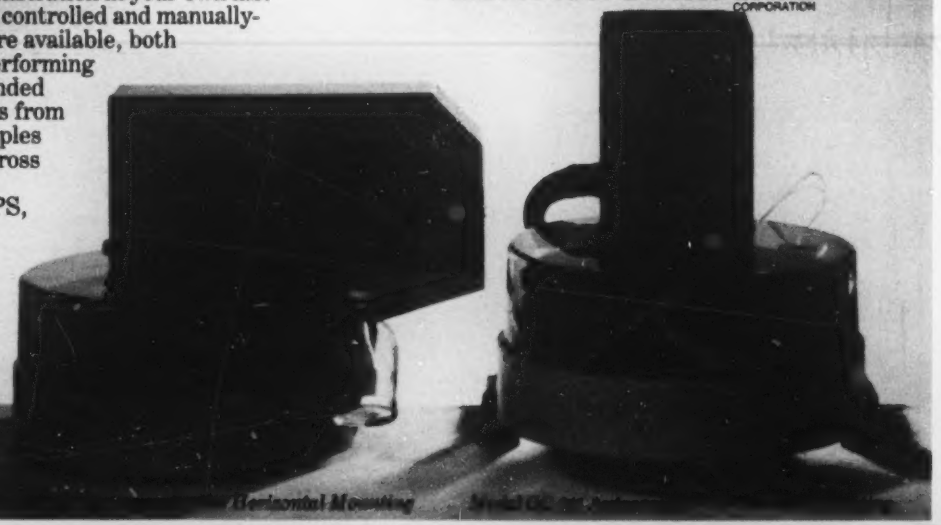

CIRCLE **127** ON INQUIRY CARD

OPINION POLL RESULTS

Dollar signs get in the way of long-term profits

TWO out of three workers in research and development know of specific instances when projects which might have succeeded in the long term were cut short or avoided because continuing them could hurt quarterly profits. More than three out of four feel under pressure to keep quarterly profits up.

That this is a serious problem for the U.S. has been suggested in this issue's Editorial and others. Readers of this magazine were asked to respond to questions on this subject, and nearly 650 of them did. Comments on the results of this survey appear in the Editorial.

Complete results of the survey follow:

1. *Are you aware of pressures in your firm to keep all quarterly profits up?*
   a. Yes 78% b. No 22%

2. *Do you feel that when there are such pressures product development automatically suffers?*
   a. Yes 65% b. No 35%

3. *Have you known of specific instances when projects which might have succeeded in the long term were cut short or avoided because they could hurt quarterly profits?*
   a. Yes 63% b. No 37%

4. *Is your organization's R&D done as an integral part of the company or corporate effort?*
   a. Yes 71% b. No 18%
   c. Don't know 11

5. *Does your organization have long-term product development programs of a year or more?*
   a. None 13%
   b. One 9
   c. Several 55
   d. Many 18
   e. Don't know 5

6. *Do you think that separating R&D fiscally from the rest of the company could help quarterly profit problems?*
   a. Yes 58% b. No 42%

7. *Would you consider buying stock dedicated to a specific product development project?*
   a. Yes 58% b. No 42%

8. *Do you think that many investors would consider buying stock dedicated to a specific product development project?*
   a. Yes 53% b. No 47%

9. *Would you consider buying stock in a company dedicated to product development only (no manufacturing or marketing)?*
   a. Yes 56% b. No 44%

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